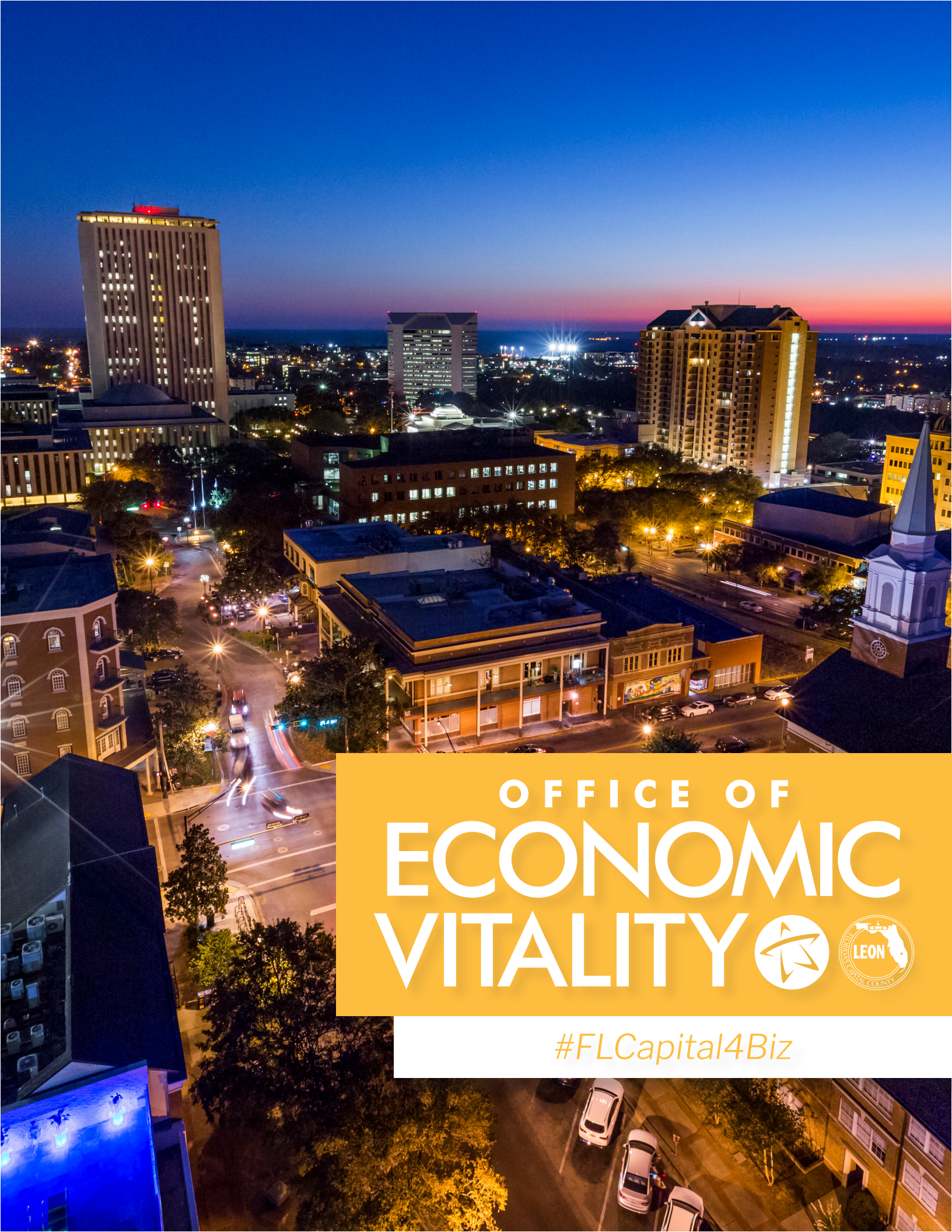


OFFICE OF ECONOMIC VITALITY

#FLCapital4Biz

Hello

WE ARE Florida's Capital.

WE ARE Florida's model for planning **world-class infrastructure** and **global research institutes** for fostering **idea generation, business formation**, and **sustainable growth**.

WE ARE one of the **TOP 10 MOST EDUCATED** cities in the country.

WE ARE ranked in the **TOP 25% for GLOBAL INNOVATION.**

WE ARE one of the **TOP 25 BEST CITIES FOR BLACK ENTREPRENEURS.**

WE ARE a community that's spent the last 40 years getting ready for you.

WE ARE READY.

WE ARE #FLCapital4Biz

We're not just a community that's looking to grow with you in the future. We're a community that's spent the last 40 years getting ready for you.

You might even say Tallahassee was

MADE FOR YOU.

Strategic investments have transformed Florida's Capital into an asset-rich community that has gotten the attention of the world's most innovative companies and decision-makers. The intersection of the State Capitol of Florida and two major research universities affords businesses of all shapes and sizes the unique experience to collaborate with some of the world's brightest minds and harness the very best ideas and resources available.

We take opportunity seriously here. That is why, for nearly the last 40 years, our residents have overwhelmingly supported leveraging a local option sales tax to invest in major transportation and capital infrastructure projects. Our focused resources have created world-class placemaking districts and continues to transform distressed areas into centers of commerce booming with opportunity.

In the last **20 years alone, our community has invested more than $325 million in local funds and leveraged more than $125 million in state and federal funding** to improve roads, reduce traffic congestion, protect lakes and water quality, reduce flooding, and expand and operate parks and recreational areas.

For the next 20 years? We have a plan and we want ***YOU*** to be a part of it.



- **#FLCapital4Biz:** *Past, Present + Future*

  In addition to investments in physical improvements to our community, City of Tallahassee and Leon County leadership chose to invest a portion of the one-cent sales tax to local economic development efforts.



WHY CHOOSE #FLCAPITAL4BIZ?

*We have more than **200 million** reasons.*

The Tallahassee-Leon County Office of Economic Vitality (OEV) has tenaciously pursued opportunities at the local level to drive value to existing and prospective businesses. Not only do these programs augment the State of Florida's offerings, but they also demonstrate our commitment to ensuring your businesses success in our community.

Simply put, we are ready. Like few others, our community has aligned its resources to create the infrastructure necessary to support economic growth, including Amazon's HQ2. We are commited to working with you to achieve mutual goals; to that end, **the City of Tallahassee is offering 100-acres of city-owned land to Amazon for HQ2 at no cost - a value of $1.5 million**.

Located on property adjacent to the Tallahassee International Airport, these 100 acres offer Amazon unprecendented opportunity to stake its claim on the fastest-growing area of our community. Not only is this property steps away from the airport, it's also **within three miles of North Florida's premier research and development Park, two major research universities, and our renowned community college.** This talent-rich segment of town is full of untapped potential, and by choosing Florida's Capital, Amazon has the opportunity to help shape the future of its development.

The prospective site is in the Government Operational-2 (GO-2) zoning district. Among other uses, **this zoning supports retail, office, hotel, restaurant, and other non-aeronautical uses**, which presents multiple opportunities for you to create the collaborative campus environment critical to your ongoing success.

We are anxious to help you grow in our community; the moment you choose us for your new location, we will work with community leaders to ensure the realization of this benefit is expedited and seamless.

Your tailor-made site awaits.

- Scalable property allows up to ***230 acres*** for future development.
- Fueled by ***20 megawatts of solar energy*** generated from the City's nearby solar farm.
- Airport offers daily non-stop flights to Atlanta, Charlotte, Dallas-Fort Worth, Fort Lauderdale, Miami, Orlando, and Tampa with connections to virtually ***every major global destination***.
- Located on Capital Circle, which will be expanded to six-lanes and provides ***easy access to Interstate 10***, which is located just five miles north of the site.
- Within three miles of ***two major research universities*** and one community college.



The pristine, multi-surface course at ***Apalachee Regional Park*** is the destination of choice for USA Track and Field Club's Cross Country National Championship and National Junior Olympic Cross Country Championship Races.

65,000 students live within 3 miles of the proposed site.



Local Incentive Programs

Solar Energy[1]

The City of Tallahassee is offering Amazon HQ2 the opportunity to accept as an economic incentive **100 percent of the electricity generated by the 20 megawatt, 120-acre solar farm** currently under construction at the Tallahassee International Airport. The donation of these 50 million kilowatt hours will **save your company $2.5 million each year** in utility costs. Should Amazon demonstrate need for additional solar energy, the City of Tallahassee is willing to work to construct another facility.

Expedited Permitting + Planning

The Tallahassee-Leon County Planning Department offers **urban design services free of charge.** The DesignWorks team offers expertise in placemaking districts, wayfinding signage, special projects, and private design consultations with a focus on improving public spaces at no cost to the business. This unique program allows businesses establishing a new facility or renovating on existing facility to determine the highest and best permissible use for their project before the project begins. Bottom line: **Our collaborative environment ensures Amazon will benefit from an expedited design phase and permitting process**.

Targeted Business Program[2]

The Targeted Business Program seeks to incentivize businesses to locate in designated target areas for economic growth and development; build environmentally sensitive projects; work with other local businesses; and to practice good corporate citizenship, while ensuring a sound return on investment to the public. Awarded funds may be used to reimburse up to 100% of the cost of development fees and a portion of the capital investment of the business project based on ad valorem taxes paid.

Based on anticipated scoring of the application from information provided by the company, OEV tentatively estimates **Amazon may be eligible to receive approximately $7.3 million in reimbursements over a period of 10 years**.

State Incentive Program with Local Match

Qualified Target Industry Program[3]

The Qualified Target Industry Program incents companies that create high-wage jobs in targeted high value-added industries. These companies can receive tax refunds of more than $10,000 per net new full-time equivalent job created for corporate income, sales, ad valorem, intangible personal property, insurance premium, and certain other taxes.

Based on anticipated salary information provided by the company, OEV tentatively estimates **Amazon may be eligible to receive $5,000 per net new Florida full-time equivalent job, totaling up to $165 million**.

Incentive Programs

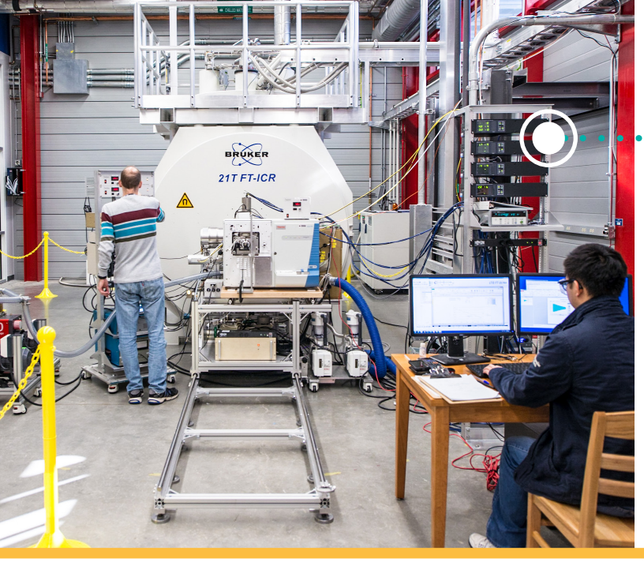
We are the **ONLY** *community in Florida that does not collect a local business tax.*







Our 120-acre solar farm will be one of the ***largest in the state*** and a second, 40MW solar farm is being planned that could power up to ***6,800 homes and businesses***.

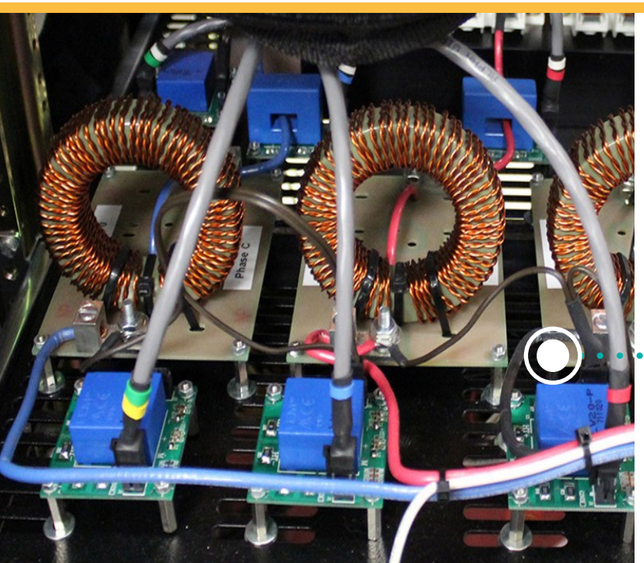


The National High Magnetic Field Laboratory is headquartered here and is the ***largest and highest-powered*** magnet lab in the world.

The Florida Center for Advanced Aeropropulsion is home to the ***highest concentration*** of wind tunnel R+D facilities on the globe.



CREDIT: FAMU-FSU COLLEGE OF ENGINEERING



The Center for Advanced Power Systems' real-time digital power systems simulator facility is ***the model*** after which all other similar facilities have been built.

State Incentive Programs

High Impact Performance Grant[4]

The High Impact Performance Grant is a negotiated grant provided to pre-approved applicants who operate within designated high-impact portions of the following sectors: advanced manufacturing, clean energy, corporate headquarters, financial services, life sciences, semiconductors, and transportation equipment manufacturing; create at least 50 new full-time equivalent jobs (if a R&D facility, create at least 25 new full-time equivalent jobs) in Florida; and make a cumulative investment in the state of at least $50 million (if a R&D facility, make a cumulative investment of at least $25 million) all in a three-year period.

A qualified high-impact business making a cumulative investment of $800 million and creating 800 jobs **may be eligible for a qualified high-impact business performance grant of $10 million to $12 million.**

Quick Response Training Grant[5]

The Quick Response Training Grant assists new value-added businesses and provides existing Florida businesses with training necessary for expansion. Companies may use in-house training, outside vendor training programs, or a local educational entity to provide training. Reimbursable training expenses include instructors' and trainers' wages, curriculum development, and textbooks/manuals.

After the company submits an application, CareerSource Florida will determine an approved per-trainee reimbursement amount based upon the industry, wage, location and reimbursable expense amounts. The actual reimbursement to the company is calculated based on the number of new hires that have completed training and the approved amount per trainee.

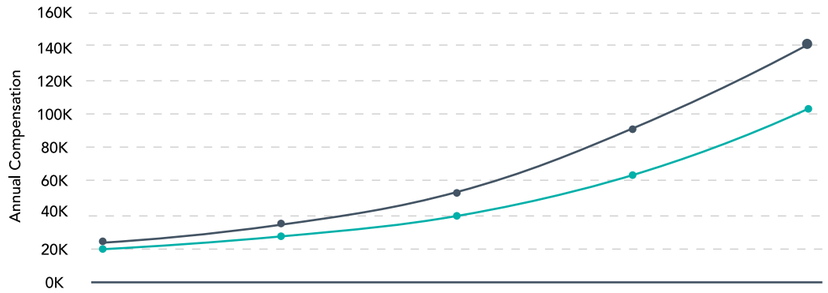
Incumbent Worker Training Grant[6]

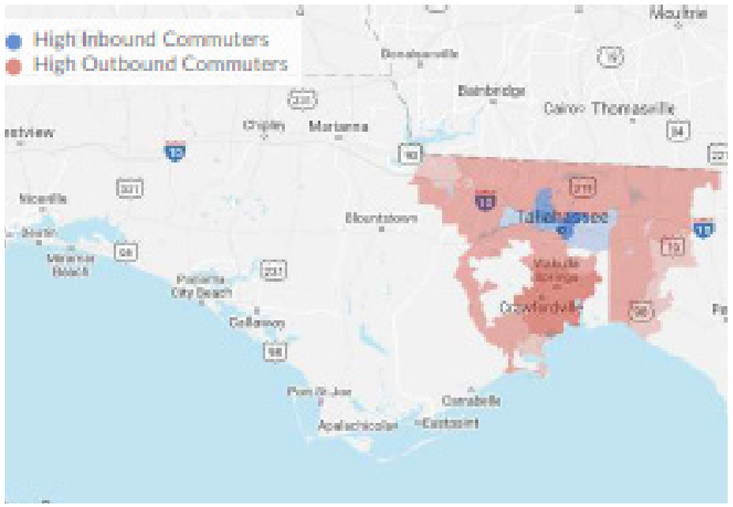
The Incumbent Worker Training Grant provides financial assistance for training currently employed workers. Available to all Florida businesses that have been in operation for at least one year prior to application and require skills upgrade training for existing employees. Eligible companies may participate every other year.

CareerSource Florida will determine an approved per-trainee reimbursement amount based upon the industry, wage, location and reimbursable expense amounts. Based on anticipated information provided by Amazon, the HQ2 project may be able to receive the **maximum award amount of $30,000 every other year**.

Human Capital is Our #1 Commodity

Amazon will spend about 26% less to employ workers here, allowing the company to reinvest profits into the company's long-term growth.





Our community is a mecca for young professionals who enjoy influencing positive change in their community – and watching it come to fruition in real time. Our community has the **lowest median age in the State**, which gives business the benefit of tapping into the change agents and dreamers who help Tallahassee become a better community each and every day.

The concentration of cutting-edge firms, the pulse of the Capitol, and the energy radiating from the institutions of higher education draw business - and people - to our community. Tallahassee has long since pulled critical workers from the surrounding area, and will no doubt ensure Amazon gets the talent it needs.

Admittedly, our community's supply of software development engineers is lower than what you'll find in other communities. But, we're turning that around. In 2016, **Tallahassee was named as one of only 21 communities in the United States to be awarded the federal TechHire designation**, and in just one year, we've seen tremendous results. TechHire Tallahassee creates a pipeline for those graduating from our institutions of higher learning, as well as those who may not be traditionally educated, that more effectively and intentionally links their talent to open positions in the area's tech sector. Employment in this industry for our area grew by just three percent in the past five years. Now that the TechHire effort has taken off, this occupation is expected to grow by eight percent over the next five years.

Florida State University is a huge contributor for software development talent, and is eager to grow the program, ensuring their graduates land in promising careers within our community.



#FLCapital4Biz: *Creating Places to Play*

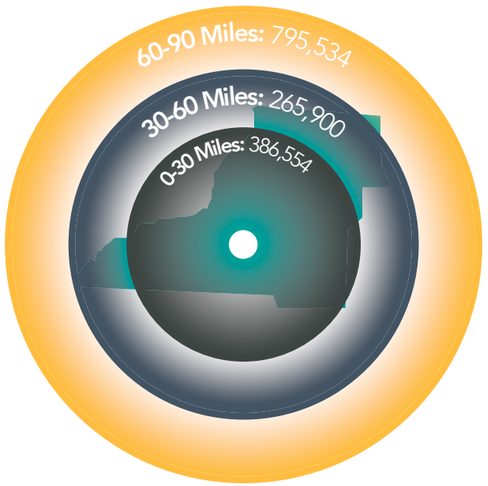
250 acres of parks have opened since 2003, averaging 20 acres a year.

Our innovative approach to capital infrastructure and project planning has ***protected more than 1,425 acres*** of the most environmentally sensitive land in Florida's Capital.

The cost of living in Florida's Capital City is ***3.4% below the national average***.







Nearly **1.5 million** people reside within a **90-mile radius** of Florida's Capital.

68.1°F

AVERAGE ANNUAL TEMPERATURE

Talent Pipeline

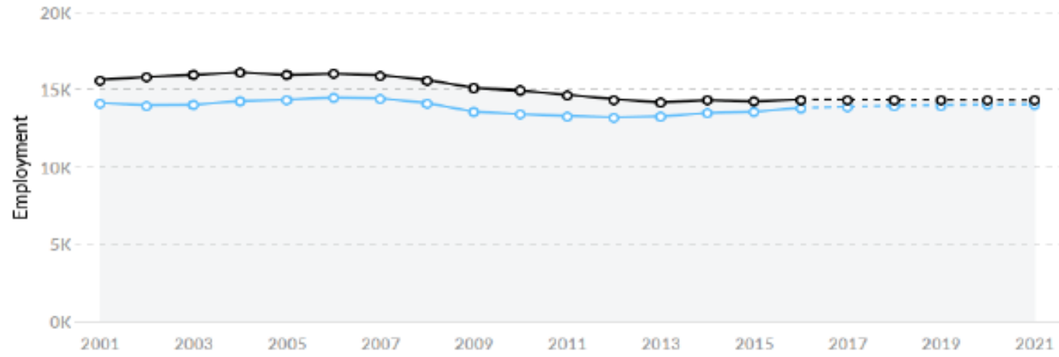
Why Executives Choose #FLCapital4Biz

Professionals from around the world are proud to call Florida's Capital home. Why? Because it offers all the benefits and amenities of a big city in a community with a small-town feel.

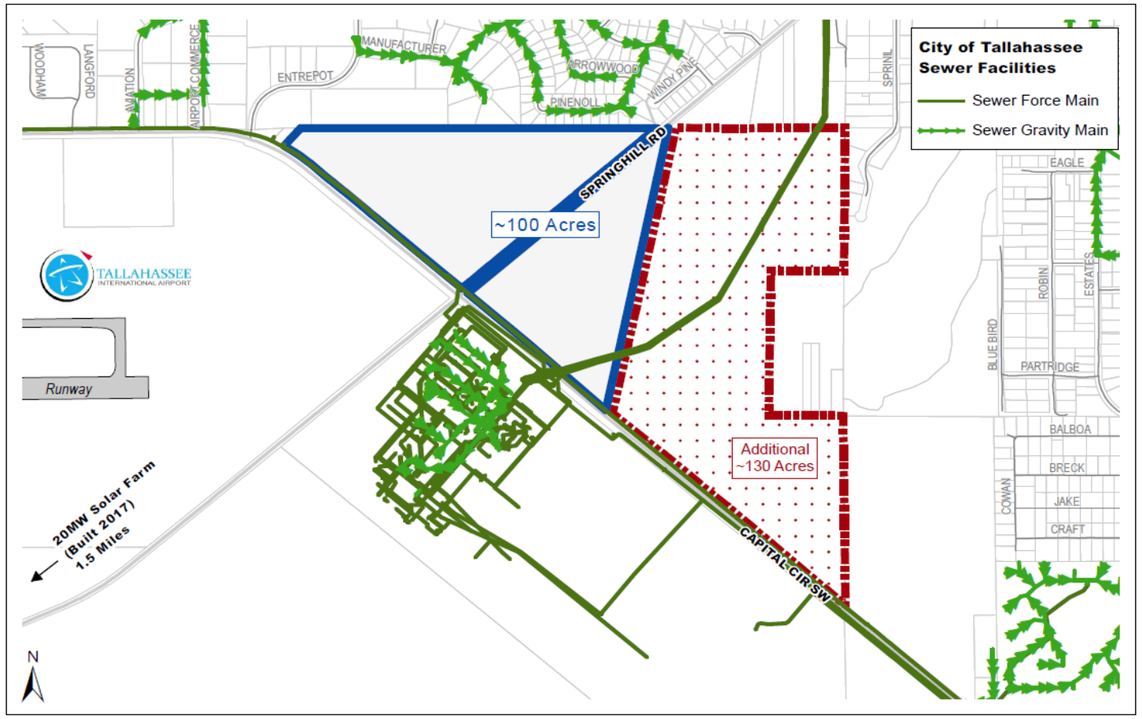
In our community, we celebrate what makes us unique, like our high racial and gender diversity. Thanks to the colocation of two major research universities, including Florida A&M University, the nation's largest and oldest Historically Black College and University, our community has embraced and applied a laser-like focus on reducing gaps women and minorities face.

The colocation of FAMU and the preeminent Florida State University, as well as the state government, has organically grown a critical mass of innovative companies seeking the best and brightest our state has to offer.

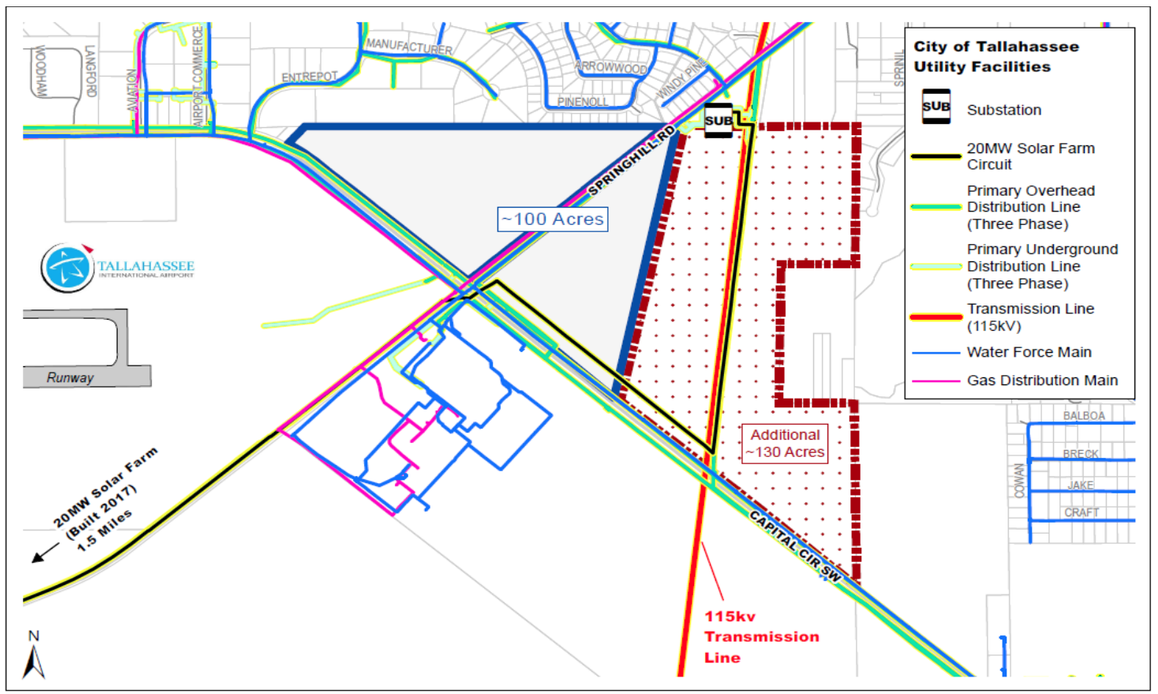
Florida's Capital may seem small, but the opportunity here is huge. Our talent supply rivals the national average, and as we build the bridge between what is and what could be, the competition will soon increase. Our low cost of living and relatively young average age means businesses that choose our community leverage fresh talent and low overhead costs to move their mission forward.

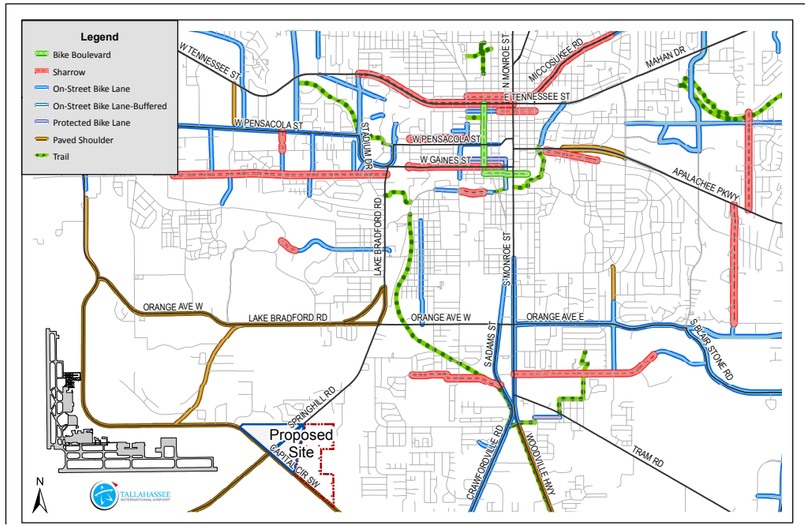


The Tallahassee MSA is ***#1*** among all state MSAs for GDP per capita growth and is among the ***top 30*** areas nationwide.



The Tallahassee International Airport site has an **electric substation adjacent to the site**, a **transmission line (115kVA) just east of the site**, and a **primary overhead and underground distributions line (three phase) directly to the site**.

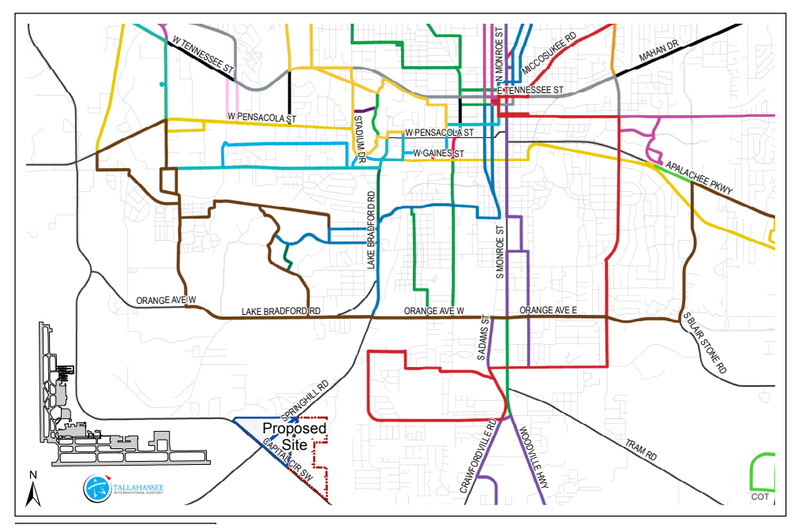




TALLAHASSEE-LEON COUNTY BIKE FACILITIES

Bicycling Magazine ranked Tallahassee #38 among the **Best Bike Cities** in the United States.

The average commute time in Florida's Capital is ***20.6 minutes***, which is ***shorter*** than both the state and national average.



STAR METRO BUS ROUTE SYSTEM

Logistics

Traffic Congestion

Major roads adjacent to the prospective site are Capital Circle SW (SR 263), a principal arterial, and Springhill Road, a minor arterial. Roadways in the vicinity of the prospective site generally have available capacity to meet estimated future demands, based on current development patterns. Based on estimated total future demand, the only road anticipated to operate at or above 110% of capacity is Capital Circle SW from Springhill Road to Crawfordville Highway (US 319/SR 61).

Logistics

CAPITAL CASCADES CROSSING TRAIL AND PEDESTRIAN BRIDGE

The Capital Cascades Trail project ***transformed an open stormwater ditch into a beautiful greenway*** that, upon completion, will extend continuously from downtown Tallahassee until connecting with the St. Marks Trail System.

The new trail adds to the ***380 miles*** of trails already in our community.

Completed in 2016, this new landmark in our community allows bicyclists, walkers, and runners to safely cross over a major north-south roadway. Designed by FIGG, a renowned international bridge design firm located in Tallahassee.

The solar panels sewn into the canopy over the bridge have ***generated 5.89 megawatt hours since its construction in August 2016***. The sustainable concrete used to construct the bridge features a nanotechnology that is self-cleaning and removes pollution from the air.

Talent Pipeline

Universities and Community Colleges Generating Talent

SCHOOL	DEGREE	BACHELOR'S	MASTERS	DOCTORAL	JD
FAMU	Accounting	✓			
FAMU	Computer Engineering	✓			
FAMU	Law				✓
FAMU	Management	✓	✓		
Flagler	Accounting	✓			
Flagler	Business Administration	✓			
FSU	Accounting	✓	✓		
FSU	Business Administration	✓	✓	✓	
FSU	Computer Engineering	✓			
FSU	Finance	✓	✓		
FSU	Law				✓
FSU	Management	✓	✓		

Degrees Awarded by FSU & FAMU, 2013-2014 through 2015-2016

YEAR	ACCOUNTING	BUSINESS ADMINISTRATION	COMPUTER ENGINEERING	FINANCE	LAW	MANAGEMENT	TOTAL
2013-2014	326	215	24	432	438	398	1,833
2014-2015	308	211	22	412	411	378	1,742
2015-2016	332	172	31	473	305	342	1,655

Higher Education

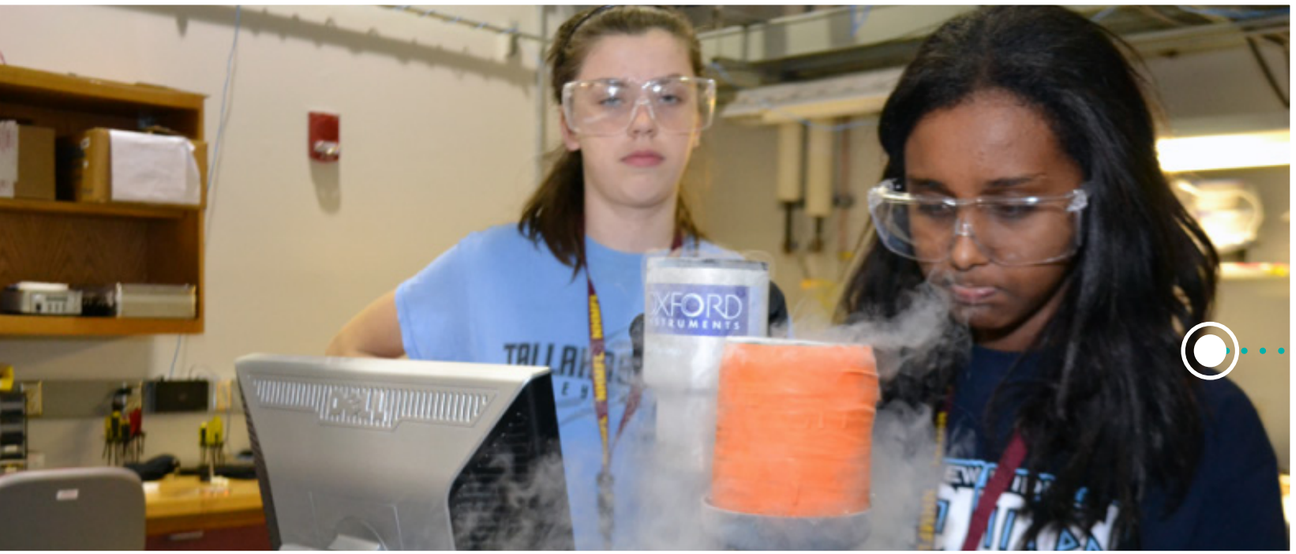
*Florida State University is one of only two **preeminent universities** in the state of Florida.*













Creating Tomorrow's Workforce Today

Fostering Creativity and Innovation

Florida A&M University's Mobley-Thompson Creativity and Innovation Summer Academy introduces students from grade 3 through 12 to various topics **centered on technology and entrepreneurship**.

Leon County schools have partnered with Codecraft Works to provide 1-hour a week of guided exploration into the world of **computer science and programming** with a qualified Codecraft Instructor. Students are introduced to computational thinking, using algorithms to problem-solve, and online safety and privacy.

Maclay School Youth Digital Camps

Mod Design teaches kids professional Java programming as they **design and code their own Minecraft mods** that they can play and share with friends.

App Design teaches kids mobile app development skills as they design their own mobile game that they can play on their iPhone or Android device.

National High Magnetic Field Laboratory Summer Camps

The National High Magnetic Field Laboratory's (MagLab) Camp Tesla is a two one-week camps for boys and girls who work collaboratively on engineering projects, participate in field trips, and **interact with scientists and engineers**. Campers are provided exposure to a wide range of physics disciplines, indoor and outdoor experiences, and interactions with local scientists and science educators.

SciGirls Summer Camp is a two-week hands-on summer camp that inspires middle school girls to pursue careers in science and includes both indoor and outdoor experiences, extensive group work, and interactions with local scientists and science educators.

SciGirls Coding Camp is open to rising 6th through rising 9th grade students and provides an exposure to computer sciences, guest engineers who are currently working in the field, extensive group work, and interactions with girls with similar interests.

Middle school students have the chance to conduct a semester-long research project at the MagLab under a **guided mentorship program**. The program shows them how real-world science is conducted and what kinds of careers they could pursue in the field.

Each mentorship begins with an orientation at the lab, where students meet the Magnet Lab researchers who will be their mentors. For the rest of the semester, students spend every Friday morning in a laboratory setting working on a science project. The 10-week experience culminates in a public presentation of their research attended by lab scientists and researchers, teachers, parents and the general public.

Creating Tomorrow's Workforce Today

Creating Tomorrow's Workforce Today

FSU Programs

The **Young Scholars Program** is a six-week, residential summer program for high-potential high-school juniors and seniors who are interested in **science and mathematics**. Students live and study at Florida State University engaging in individual research experiences with a science or mathematics faculty mentor and participating in science, math, and computer science courses designed specifically for the program.

Science on the Move, designed in partnership with the Physics Department at FSU, brings all of the resources needed to conduct high-tech physical science lessons directly to regional K-12 classrooms. It is a full-service science truck program bringing physical science equipment, supplies, and expertise to public schools in the Florida panhandle region.

FSU's College of Arts and Sciences sponsors the **Capital Regional Science and Engineering Fair** for regional middle and high school students. Each year, students compete in categories from botany to health and medicine, as well as mathematics and computer science. The winners advance to the state science fair. The Capital Regional Science & Engineering Fair is affiliated with the **International Science Fair**.

Programs and Partnerships Currently Available

When your community is anchored by three institutes of higher education, the list of programs and partnerships is endless. The breadth and depth of expertise is almost too much to take in and there is no limit to what can be achieved. Universities like Florida State University and Florida A&M University are **eager partners when it comes to cultivating talent** – especially when they know their students are headed toward an **opportunity in their own backyard**.

One notable partnership is one FSU enjoys with the Jim Moran family of businesses. Just last year, they gifted $100 million to FSU to support their on-campus Jim Moran Institute for Global Engagement and launch the Jim Moran School of Entrepreneurship, which graduates its first class this spring.

Danfoss is another great example. Their partnership began with the **National High Magnetic Field Laboratory**, which helped them design and build a commercial HVAC compressor that is 40% more efficient than any other similar product on the market due to the magnetic bearings technology they developed. The partnership has expanded to include the **FAMU-FSU College of Engineering** and its affiliate, the **Florida Center for Advanced Aeropropulsion**, which is helping this global company seek innovative solutions to increase their products' aerodynamics.

Computer science and engineering professionals understand that their field is exceptionally fast-moving, and one where knowledge is subject to rapid obsolescence and ideas progress swiftly from research to practice. Computer science departments at both Florida State University and Florida A&M University therefore seek to offer technical instruction that stays on the cutting edge of new developments while simultaneously providing each student with a core of intellectual tools that will never become obsolete. They also have a full range of computing facilities available for instruction and research.

Tallahassee Community College also offers certificate and degree programs that prepare a supportive workforce for professional positions in Computer Technology, Digital Media, and Engineering Technology and Design.

In partnership with the National High Magnetic Field Laboratory, Danfoss engineered a commercial HVAC compressor **40% more efficient** than another similar product on the market.







FLORIDA STATE UNIVERSITY

All three ***Rhodes Scholars*** from public universities in Florida since 2006 have been FSU students.

FSU's College of Law maintains one of the ***highest passing rates*** on the Florida Bar Exam

FSU's Online Graduate Computer IT Program is ranked ***number 11*** among the nation's best, U.S. News & World Report, 2017.

FSU's College of Business is ranked ***number 27 among public universities***, U.S. News & World Report, 2018.

For the third time in four years, FSU is among the nation's ***top research institutions*** for producing student ***Fulbright scholars*** with 11 students receiving awards in 2015-16 – the ***only school from Florida*** on the list.

FLORIDA AGRICULTURAL & MECHANICAL UNIVERSITY

FAMU ranks #6 among Historically Black Colleges and Universities, *U.S. News & World Report, 2018*.

No. 3 institution in the nation for facilitating economic opportunity for underserved students, Social Mobility Index, 2014

The FAMU-FSU College of Engineering has been ranked ***No. 1*** by the National Academy of Sciences and the National Academy of Engineering for ***African Americans earning doctorate degrees in natural science and engineering***.

FAMU has backed a new entrepreneurial initiative, the ACT House, a startup accelerator designed for FAMU students to live and create together for one year to launch a business.

FAMU was recently awarded nearly half a million dollars from the U.S. Economic Development Administration to establish the ***Research Entrepreneurship and Commercialization Hub*** to create new technology commercialization opportunities, provide entrepreneurship training and support, expand commercialization services and incubation facilities and ***create new opportunities in underserved rural and urban communities*** in the region.





















Quality of Life

Diversity of Housing Options

The median sales price of a single-family home in our community was $200,000 in 2016 and has been closer to $215,000 thus far in 2017. The Council for Community and Economic Research's 2nd Quarter 2017 Cost of Living Index showed that housings costs in Florida's Capital were **10.9% below the national average**.

Tallahassee has a wide variety of housing options. The SouthWood community, located 5 miles from the proposed site is a 3,200 acre master-planned community.

Cost of Living Data

The Third Quarter 2017 Cost of Living Index from the Council for Community and Economic Research shows the cost of living in Tallahassee-Leon County to be **3.4% below the national average**. Utility costs were 15.1% lower than the national average. Groceries were the only component locally that was above the national average, while five components were below the national average.

Arts and Culture

Our history weaves a fascinating tapestry of politics and ancient cultures, antebellum agriculture and Space Age innovation and higher education, all sprinkled with southern charm. While Spanish explorer Juan Ponce de Leon set foot on Florida's shores elsewhere in 1513, Tallahassee emerged as one of the New World's **most significant early settlements** and played a central role in Spanish Colonial history. Tallahassee showcases the site of the first Christmas celebration in North America and Florida's **only fully restored Spanish mission**!

Our area's rich history and beautiful environment also inspires many artists who make their home in Tallahassee. From live performances, concerts, galleries, public sculptures and murals, arts and culture reflect the history, culture and soul of Florida's Capital Community. For example, **Railroad Square Art Park** hosts more than 50 studios, galleries and small shops. This art hub is the creative haven for many Tallahassee artists and other small businesses.

Spring in Tallahassee is full of celebration! Tallahassee is home to the Southeast's **largest, grand spring parade and celebration**, Springtime Tallahassee. The spring showcases it's most festive time of the year with stunning color accents provided by dogwoods, azaleas, red buds, phlox, camellias and other native varieties. One of the iconic festivals held each spring is the LeMoyne Chain of Parks Art Festival. This festival was recently ranked **#1** in "100 Best Fine Art & Design Shows by Sunshine Artist magazine. Held during the third weekend of April in downtown Tallahassee, this Festival attracts 170 juried artists from around the country. Also held each spring is the **Shakespeare in the Park** and **Word of South**, a festival of literature and music to explore the relationship between the two disciplines. Later in the year, the **Florida Jazz and Blues Festival** celebrates the culture of live music! This festival attracts world-renowned performers, as well as jazz and blues music lovers from across the region and country.

Our affinity for supporting the arts was verified earlier this year when we were named "**art buying capital**" of the United States by Artfinder, topping both Miami and New York!

Quality of Life

Outdoors and Nature

As home to the **Florida State Seminoles** and **FAMU Rattlers**, our community is well known for its outstanding collegiate sports. But for individuals seeking a more active role, there is plenty that our community can offer!

From fishing or paddling down a pristine river or scenic lake, tackling a masterfully designed golf course, cycling along canopy roads or hiking along nature trails, there is an abundance of activity for outdoor enthusiasts. **Over 600 miles** of trails wind their way through and around Tallahassee, bringing thousands who enjoy exploring the great outdoors on foot, bike, boat or horseback to Florida's Capital Community. Blue trails along our serene lakes and black water rivers provide peaceful recreational opportunities as you watch manatees slowly bob along while colorful, and sometimes rare, birds fly overhead. For those looking for a challenge, rugged mountain bike trails await amidst the towering live oaks as they stand guard over the squirrels, deer, and foxes that live in their shadows. Along nearby **multi-use trails**, hikers, cyclists, and riders on horseback share the way as the **wide-open terrain** winds its way around sinkholes, springs, and breathtaking forest prairies blooming with wildflowers.

For running enthusiasts, we are home to one of the one of the nation's few sites **designed specifically for cross country running** at the Apalachee Regional Park. This trail is a pristine, multi-surface course that can host small and large running events. The park has hosted the Florida High School Athletic Association Cross Country Championships, the Florida State University Cross Country Invitational, and the NCAA Regional Cross Country Championships.

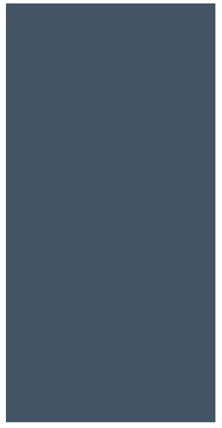
The adventures do not stop at the county line, North Florida is teeming with outdoor recreational activity throughout the **entire region** that is alluring to beachgoers, fishermen, and outdoor adventurers alike! Within a two hour drive, you can soak up the sun at the white sugary sand beaches along the coast, dive into one of the **largest and deepest fresh water springs in the world** at Edward Ball Wakulla Springs State Park, or explore the Florida Caverns with its dazzling formations of limestone stalactites. In fact, best-selling science fiction author Jeff VanderMeer drew inspiration for his novel, *Annihilation*, during his hikes at the **St. Marks National Wildlife Refuge**. The Refuge serves as the gateway to the Panhandle Section of the **Great Florida Birding Trail**, it is a popular spot for viewing more than 250 different species throughout the year and includes 50 miles of trails. Beau Turner, Chairman of the Turner Endangered Species Fund, recognized the importance of teaching you people about the great outdoors and opened **Youth Conservation Center** approximately 30 miles outside of Tallahassee. This Center geared toward allowing children to discover and enjoy the outdoors. Visiting along the North Florida's Forgotten Coast, popular activities include fishing and scalloping in the shallow waters, especially since scallops are abundant throughout Florida's Gulf Coast waters.

With a topography **unlike any other in Florida**, our outdoor activities thrill those seeking running, hiking, paddling, cycling and equestrian adventures. Combined with **over 3,000 acres** of parks, boat landings, campgrounds, greenways, and access to the limitless adventure that North Florida offers, you are sure to find what you are looking for in and around Florida's Capital Community!

















Red Hills International Horse Trials is an ***Olympic qualifying event*** attracting thousands of visitors every year.



























Quality of Life

Local Flavor

With menus featuring creative touches as varied as Tallahassee's landscape, dining in Florida's Capital Community includes authentic regional cuisine, down-home favorites, award-winning fine dining and even a place that serves hot dogs more than 10,230 ways.

From **casual fare to creative fusion cuisine**, **hoppy IPAs to near- black stouts**, the variety of things to eat and drink in Tallahassee impresses any palate. From the new spots on **Gaines Street** and **All Saints** to old favorite's downtown and along **Market Street**, chefs make incredible use of fresh and flavorful ingredients. International styles can be found in authentic, intriguing establishments. Local seafood arrives daily and remains a favorite. And for those who like a little turf with their surf, fresh beef, pork, chicken, and more exotic choices grace menus across town.

From humble suds to imperials reds, Tallahassee-Leon County's **craft-brewing scene** is hopping! The Capital City is creating brews with heft such as Assassin Caterpillar, Sledgehammer Stout, and Heffy Liftin. And it is crafting ales with local personality such as Miccosukee Honey Orange Wheat and Session IPA: The Process (alluding to Legislative Session here in the Capital). They are **brewed in Tallahassee**, many are award-winners, and the concoctions keep coming. In March 2017, Tallahassee's Proof Brewing Co. and GrassLands Brewing Co. won gold medals for their creations at the **Best Florida Beer Competition** in Tampa. By all accounts, Florida's Capital Community is fast becoming a star on the craft breweries map. The city's local breweries, craft-beer taprooms, and more opportunities to indulge continue to expand, born from home-grown interest in brewing and the good times it fosters. The back stories of Tallahassee's craft breweries are as compelling as their beers!

Crime Data

On a per capita basis, the overall frequency of property and violent crimes in the Tallahassee metro area in the 2010s has been lower than during the 1990s and early 2000s. In 2016 the violent crime rate for the Tallahassee metro area was about 27% lower than its 2000-2005 average violent crime rate. Also, in 2016 the property crime rate was about 14% lower than the 2000-2005 average property crime rate.

Quality of Life

End Notes

1. **Timing of incentive payment/realization:** Installation of solar panels at the solar farm will be complete in the 2017/2018 winter season. The company will realize immediate benefit of the solar farm.

   Timeline associated with incentive approvals: Within three (3) months.

2. **Description of clawbacks:** The applicant will have three (3) years from the date of the first Certificate of Occupancy, or from the date the requested reimbursement was paid, whichever is later,to show that they have met the qualifications for reimbursement. If the applicant has not met the qualifications within three (3) years, the applicable account shall be closed.

   Timing of incentive payment/realization: A business submits a preliminary application to determine eligibility when its development/building permits are filed. Upon approval, a Reimbursement Agreement with the business is executed to finalize the inducement and performance requirements. Twelve months after receiving its Certificate of Occupancy, the business can file its first application for reimbursement. Annual payments will be made one year in arrears over a period of time, up to 10 years.

   Calculation of the incentive amount: Amazon may be eligible to receive reimbursement of 100% of all eligible City of Tallahassee development fees. Eligible fees include (1) Building Permits (electrical, plumbing, roof, foundation, gas/mechanical), (2) Environmental Permits, (3) Concurrency Review, (4) Land Use Review (including site plans, platting, and certificates), (5) Signs; and (6) Fire Review and Inspection.

   Amazon might also be eligible to receive reimbursement 100% of an amount equivalent to the City ad valorem taxes paid on tangible personal property for up to 10 years – as a means to reimburse a part of the capital investment cost required to relocate or expand a business and reimbursement of the County ad valorem taxes equal to the amount reimbursed by the City.

   Based on anticipated scoring of the application from information provided by the company on employment, salary levels, capital investment projections, and location of the project, the Office of Economic Vitality tentatively estimates Amazon may be eligible to receive approximately $7.3 million in reimbursements over a period of 10 years. *Note: The award amount is tentative until approval from the Blueprint Intergovernmental Agency Board of Directors.*

   Timeline associated with incentive approvals: The timeline associated with initial incentive approval will not exceed three (3) months. For each subsequent year the company is eligible to participate in the program, the timeline associated with annual review and award approval will not exceed one (1) month.

3. **Timing of incentive payment/realization:** Upon approval, company is required to verify job creation each January during the award period. Reimbursement payments are typically made during the summer/ fall of that year.

   Calculation of the incentive amount: The final award amount is determined by the Florida Department of Economic Opportunity (DEO). Pre-approved applicants who create jobs in Florida receive tax refunds of $3,000 per net new Florida full-time equivalent job created. For businesses paying 150 percent of the average annual wage, add $1,000 per job; for businesses paying 200 percent of the average annual salary, add $2,000 per job. Amazon may be eligible to receive $5,000 per net new Florida full-time equivalent job for a total of $165 million.

   Timeline associated with incentive approvals: It is anticipated the approval process will take approximately three (3) months for state approval and for the local funding commitment.

   Description of clawbacks: If in any year the applicant does not achieve the job creation schedule outlined in their application, but achieves at least 80% of the required net new jobs, the company will receive a pro-rated refund less a 5% penalty of the scheduled award amount for that year. If job creation falls below 80% of the required jobs, the company will not receive a refund and will be terminated from the program. Similarly, if the average wage falls below the wage committed to in their application, the company will not receive a refund and will be terminated from the program.

End Notes

4. **Timing of incentive payment/realization:** Fifty percent of the performance grant awarded will be paid to the qualified high-impact business upon certification by the business that operations have commenced.

   The balance of the performance grant award shall be paid to the qualified high-impact business upon the business's certification that full operations have commenced and that the full investment and employment goals specified in the qualified high-impact business agreement have been met and verified by the Florida Department of Economic Opportunity (DEO). The verification must occur not later than 60 days after the qualified high-impact business has provided the certification specified in this paragraph.

   DEO may, upon a showing of reasonable cause for delay and significant progress toward the achievement of the investment and employment goals specified in the qualified high-impact business agreement, extend the date for commencement of operations, not to exceed an additional two (2) years beyond the certification noted above.

   Calculation of the incentive amount: A qualified high-impact business making a cumulative investment of $800 million and creating 800 jobs **may be eligible for a qualified high-impact business performance grant of $10 million to $12 million.**

   Timeline associated with incentive approvals: Approximately 30 days.

   Description of clawbacks: DEO and the qualified high-impact business shall enter into a performance grant agreement setting forth the conditions for payment of the qualified high-impact business performance grant. The agreement shall include the total amount of the qualified high-impact business facility performance grant award, the performance conditions that must be met to obtain the award, including the employment, average salary, investment, the methodology for determining if the conditions have been met, the schedule of performance grant payments, and what clawbacks will be applied should the company fail to meet its performance requirements.

5. **Timing of incentive payment/realization:** Funding is provided in the form of a performance-based reimbursable grant, for a 12-month maximum term.

   Calculation of the incentive amount: CareerSource Florida will determine an approved per-trainee reimbursement amount based upon the industry, wage, location and reimbursable expense amounts. The actual reimbursement to the company is calculated based on the number of new hires that have completed training and the approved amount per trainee.

   Timeline associated with incentive approvals: Once the completed application has been received at CareerSource Florida, review and approval can take about five to ten business days.

   Description of clawbacks: CareerSource will administer a grant contract that will set forth all processes and expectations for administering, implementing, and completing the training, and what performance milestones must be met in order to receive the award.

6. **Timing of incentive payment/realization:** Businesses may request reimbursement as frequently as needed during the 12-month period. For most efficient processing, companies are required to request reimbursement on a monthly basis. Reimbursements will be made in direct correlation with the business's training progress.

   Calculation of the incentive amount: CareerSource Florida will determine an approved per-trainee reimbursement amount based upon the industry, wage, location and reimbursable expense amounts. Amazon may be able to receive the **maximum award amount of $30,000 every other year**.

   Timeline associated with incentive approvals: Within three (3) months.

   Description of clawbacks: CareerSource will administer a grant contract that will set forth all processes and expectations for administering, implementing, and completing the training, and what performance milestones must be met in order to receive the award.

End Notes

7. **FSU's Department of Computer Science** has a number of active research programs across the spectrum of computing, including: computer architecture, compilers, networks and tools for distributed applications, parallel computation, databases and data mining, operating systems, algorithms, scientific problem solving environments, large-scale scientific computation and databases, computer and network security (including cryptography), computer forensics, computer vision, applied computational geometry, random number generation and Monte Carlo methods, as well as applications of fuzzy relations and non-classical logics. These research programs enjoy external support from agencies ranging from the National Science Foundation to the private sector. And, because keeping user information private and secure is of utmost importance, the Department demonstrated its leadership in Cybersecurity by becoming the first program in the state to receive the designation "CAEIAE and CAR-R."

8. Affiliated research laboratories and research groups include the following:
    - **The Center for Security and Assurance in Information Technology (C-SAIT)** Laboratory is dedicated to synthesis of education and research through the combined focus on theory and application of information security techniques.
    - **The Applied Computer Vision Laboratory** develops novel and mathematically sound representations, modeling, and computational algorithms for computer vision, image analysis, and pattern recognition with direct medical, biological, and real-time video and image analysis applications.
    - **The E-Crime Investigative Technologies (ECIT)** conducts research in support of digital forensics investigations. It develops new technologies and forensic tools to address real-world problems related to electronic or digital crime. ECIT often works closely with the Florida Department of Law Enforcement and with the National White Collar Crime Center.
    - **The Database Group** is a faculty collaboration that focuses on efficiency, scalability and practicality problems in data management.

9. **FSU's College of Business** holds several important distinctions, according to U.S. News & World Report, 2018, including:
    - Ranked 45th among all public and private business schools.
    - Real Estate Program ranked No. 6 among publics and No. 11 overall.
    - Master of Accounting program No. 25 among publics and No. 31 overall nationally.

10. FSU's **Institute for Applied Business Research** helps match the research and professional development needs of business, government, and non-profit organizations with the expertise of the College of Business' faculty, students, and staff.

11. Florida A&M University's **Department of Computer and Information Sciences** offers three undergraduate majors in Computer Information Systems, Computer Science, and Information Technology. In addition, their Master of Software Engineering Science degree program helps prepare today's students to be your professional workforce tomorrow.

12. Tallahassee Community College offers major support programs.

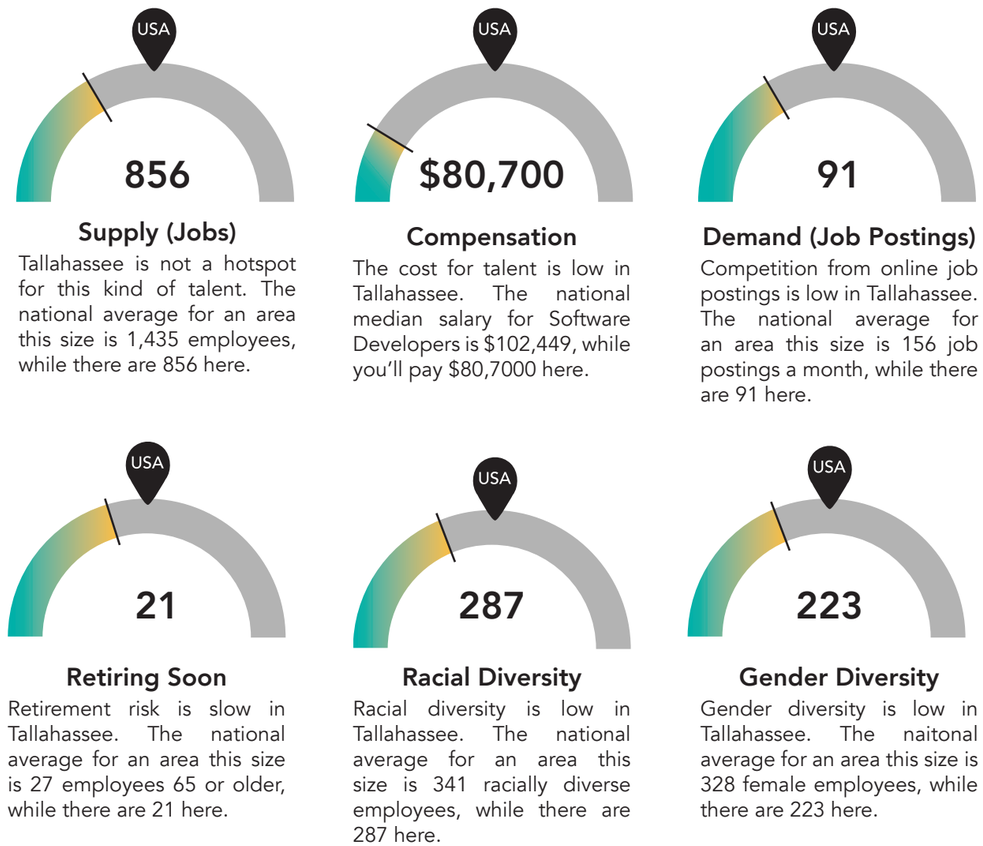
End Notes

13. FSU's **Department of Business Analytics, Information Systems and Supply Chain** offers programs with a cross-disciplinary focus that give students the skills to bridge functional business areas by applying expertise in analytics, information systems, and/or supply chain management.

    The department engages industry and other stakeholders to keep the curriculum relevant and to provide opportunities for interaction between students and industry executives.

    In addition, the following Centers and Institutes affiliated with the College of Business are built on public/private partnerships that increase business efficiency and effectiveness while strengthening the academic experience of students.

    - BB&T Center for Free Enterprise
    - Carl DeSantis Center for Executive Education
    - Center for Human Resource Management
    - Center for Risk Management Education & Research
    - Florida Catastrophic Storm Risk Management Center
    - FSU Real Estate Center
    - Gene Taylor/Bank of America Center for Banking & Financial Studies
    - Institute for Applied Business Research
    - Jim Moran Institute for Global Entrepreneurship
    - Sales Institute

14. 

End Notes

15. Earnings in the Tallahassee MSA that correspond to the following occupations:

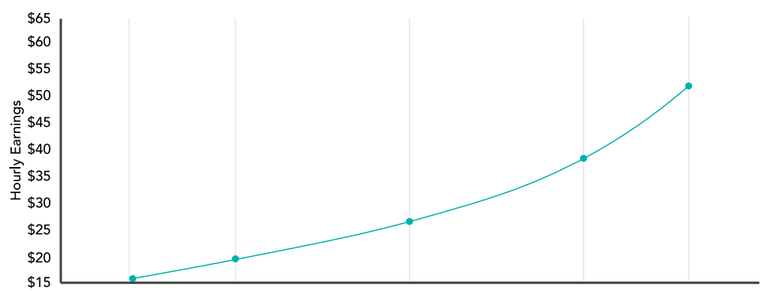
CODE	DESCRIPTION
11-1010	CHIEF EXECUTIVES
11-3030	FINANCIAL MANAGERS
15-1130	SOFTWARE DEVELOPERS AND PROGRAMMERS
13-2010	ACCOUNTANTS AND AUDITORS
43-9190	MISCELLANEOUS OFFICE AND ADMINISTRATIVE SUPPORT WORKERS
23-2090	MISCELLANEOUS LEGAL SUPPORT WORKERS

$31.93/hr AVERAGE EARNINGS

$19.22/hr 25TH PERCENTILE EARNINGS

$26.42/hr MEDIAN EARNINGS

$38.51/hr 75TH PERCENTILE EARNINGS



OCCUPATION	AVERAGE EARNINGS	25TH PERCENTILE EARNINGS	MEDIAN EARNINGS	75TH PERCENTILE EARNINGS
CHIEF EXECUTIVES (11-1010)	$76.53	$43.53	$66.19	$96.70
FINANCIAL MANAGERS (11-3030)	$53.71	$39.22	$48.96	$60.36
ACCOUNTANTS AND AUDITORS (13-2010)	$26.31	$17.97	$23.48	$31.07
SOFTWARE DEVELOPERS AND PROGRAMMERS (15-1130)	$33.91	$22.69	$31.28	$42.57
MISCELLANEOUS LEGAL SUPPORT WORKERS (23-2090)	$22.24	$17.65	$21.80	$25.84
MISCELLANEOUS OFFICE & ADMINISTRATIVE SUPPORT WORKERS (23-2090)	$16.53	$12.99	$15.48	$19.75

End Notes

24 PROGRAMS (2016)

2,301 COMPLETIONS (2016)

CIP CODE	PROGRAM	COMPLETIONS (2012)	COMPLETIONS (2013)	COMPLETIONS (2014)	COMPLETIONS (2015)	COMPLETIONS (2016)
52.0801	Finance, General	546	527	536	501	579
52.0201	Business Administration and Management, General	643	512	548	542	459
52.0301	Accounting	355	359	388	354	363
11.0103	Information Technology	109	151	199	249	227
11.0101	Computer and Information Sciences, General	100	159	152	199	209
52.0101	Business/Commerce, General	232	246	226	220	177
44.0401	Public Administration	67	82	71	73	84
52.1201	Management Information Systems, General	80	69	63	51	67
14.0901	Computer Engineering, General	16	16	24	24	31
22.0302	Legal Assistant/Paralegal	15	23	23	23	18
11.1001	Network and System Administration/Administrator	0	0	0	4	17
43.0116	Cyber/Computer Forensics and Counterterrorism	14	21	20	24	17
11.0803	Computer Graphics	0	8	17	33	15
11.0201	Computer Programming/ Programmer, General	0	2	4	14	11
11.0901	Computer Systems Networking and Telecommunications	21	38	31	20	9
11.0202	Computer Programming, Specific Applications	4	7	10	19	8
52.0701	Entrepreneurship/Entrepreneurial Studies	7	6	6	7	6
11.0801	Web Page, Digital/Multimedia and Information Resources Design	12	10	13	5	3
11.1003	Computer and Information Systems Security/Information Assurance	0	0	1	7	1
11.0401	Information Science/Studies	0	0	0	0	0
11.0501	Computer Systems Analysis/ Analyst	1	0	0	0	0
11.1002	System, Networking, and LAN/ WAN Management/Manager	0	3	9	23	0
26.1103	Bioinformatics	0	0	0	0	0
52.1101	International Business/Trade/ Commerce	9	0	0	0	0

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